

Message Text

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PAGE 01 BONN 13831 241650Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----035968 250511Z /15

R 241630Z AUG 77
FM AMEMBASSY BONN
TO USDOC WASHDC
INFO SECSTATE WASHDC 0889
USMISSION USBERLIN
AMCONSUL FRANKFURT
AMCONSUL MUNICH

UNCLAS BONN 13831

E.O. 11652: N/A
TAGS: BEXP, GW
SUBJECT: ADS REQUEST - NAIDU INTERNATIONAL, INC., LOS
ANGELES, CA

DESPITE EXTENSIVE CANVASSING THE EMBASSY COULD LOCATE
ONLY THE FOLLOWING PROSPECT(S):

FIRMA KAUFHAUS DES WESTENS
TAUENTZIENSTRASSE 21-24
D-1000 BERLIN 20, GERMANY
CONTACT: HERR SEEGER, FURNITURE PURCHASING MANAGER
PHONE: (030) 23-01-71
COMMENT: FIRM IS A MAJOR WEST BERLIN DISTRIBUTOR OF
HIGH QUALITY CUSTOM MADE OFFICE DESKS IN BERLIN MARKET
AND EXPRESSED POTENTIAL INTEREST IN SUBJECT PROPOSAL.
FOR PRODUCT LINES OFFERED THERE IS POTENTIAL MARKET
IN BERLIN. INTERESTED FIRM WAS ESTABLISHED IN 1925,
EMPLOYS 320. WELL-MANAGED COMPANY HAS ACHIEVED SUB-
STANTIAL EXPANSION OF ITS MARKET SHARE IN RELATIVELY
BRIEF TIME. FIRM HAS FINE RECORD OF SUCCESS IN LAUNCH-
ING NEW PRODUCTS IN BERLIN. IT DESIRES DIRECT CONTACT
WITH THE ADS CLIENT. BANK REF: BERLINER COMMERZBANK
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PAGE 02 BONN 13831 241650Z

AG, POTSDAMER STRASSE, 125, D-1000 BERLIN 30, GERMANY,
TEL: (030) 26-971.

CONRAD PALMOWSKY GMBH AND CO. KG
BUEROEINRICHTUNGSGROSSHANDEL
ROLF-PINEGGER-STRASSE 9
D-8000 MUENCHEN 21

CONTACT: HERR CONRAD PALMOWSKY, OWNER

PHONE: 089-702077 OR 7001707

TELEX: 05-212915 PALM

COMMENT: THE GERMAN FIRM IS WELL-KNOWN IN THE TRADE AND DISTRIBUTES, AMONG OTHER OFFICE EQUIPMENT AND MACHINES, ALSO HIGH-QUALITY OFFICE FURNITURE. HERR PALMOWSKY WANTS MORE DETAILS AND CATALOGS ASAP. ONLY AFTER HAVING STUDIED ADDITIONAL MATERIAL WOULD HE BE ABLE TO DECIDE WHETHER OR NOT HE COULD TAKE OVER THIS DISTRIBUTORSHIP.

AMCONSUL FRANKFURT COMMENT:

FRANKFURT POST HAS NOT BEEN ABLE TO IDENTIFY ANY COMPANY INTERESTED IN SUBJECT PROPOSAL. ACCORDING TO INFORMATION RECEIVED FROM LOCAL TRADE SOURCES, DEMAND FOR SUCH TYPE FURNITURE IS VERY LIMITED. THE PRICES CITED ARE NOT COMPETITIVE ON THE GERMAN MARKET, ESPECIALLY IN VIEW OF THE HIGH SHIPPING COSTS INVOLVED. ALSO, WITH REGARD TO THE SWIVEL CHAIRS, A NEW LAW WAS PASSED AS OF JANUARY 1, 77, ACCORDING TO WHICH SWIVEL CHAIRS HAVE TO HAVE A BASE WITH FIVE LEGS INSTEAD OF FOUR. THE CASTORS ON THE FIVE LEGS SHOULD HAVE A "BRAKE EFFECT". FURTHER DETAILS ON THESE NEW SAFETY REGULATIONS WILL BE AVAILABLE FROM FACHAUSSCHUSS VERWALTUNG
UEBERSEERING 8
UNCLASSIFIED

UNCLASSIFIED

PAGE 03 BONN 13831 241650Z

D-2000 HAMBURG

SHOULD ANOTHER EXPRESSION OF INTEREST BE ELICITED, THE EMBASSY WILL REPORT IT IMMEDIATELY.

APPROVING OFFICER: GUSTAF COONTZ, COMMERCIAL COUNSELOR
MEEHAN

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Message Attributes

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Sent Date: 24-Aug-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
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Disposition Remarks:
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Subject: ADS REQUEST - NAIDU INTERNATIONAL, INC., LOS ANGELES, CA DESPITE EXTENSIVE CANVASSING THE EMBASSY COULD LOC
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vdkgvwkey: odhc://SAS/SAS.dbo.SAS_Docs/30b2de55-c288-dd11-92da-001cc4696bcc
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